Health IT – Leading The Way For Future Acquisition Activity
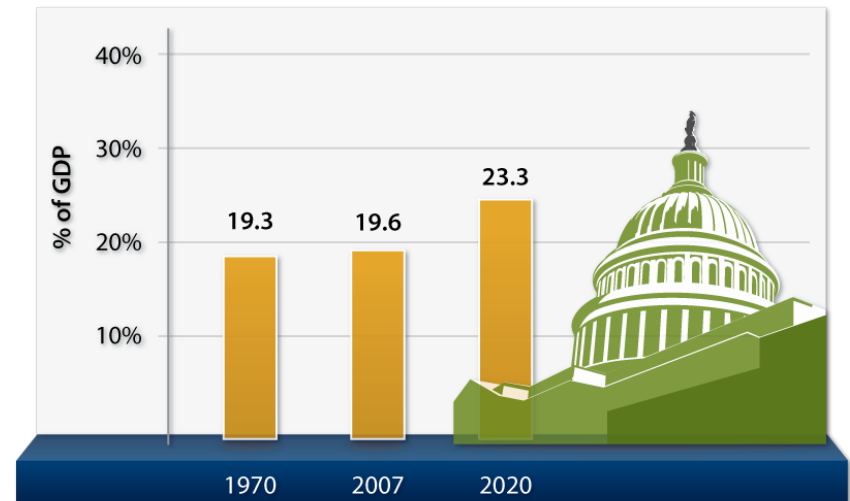
Topics

- Health IT Market Today and Forecast

- Health IT Industry Capabilities to Support Federal Programs

- The Role of Government Acquisitions
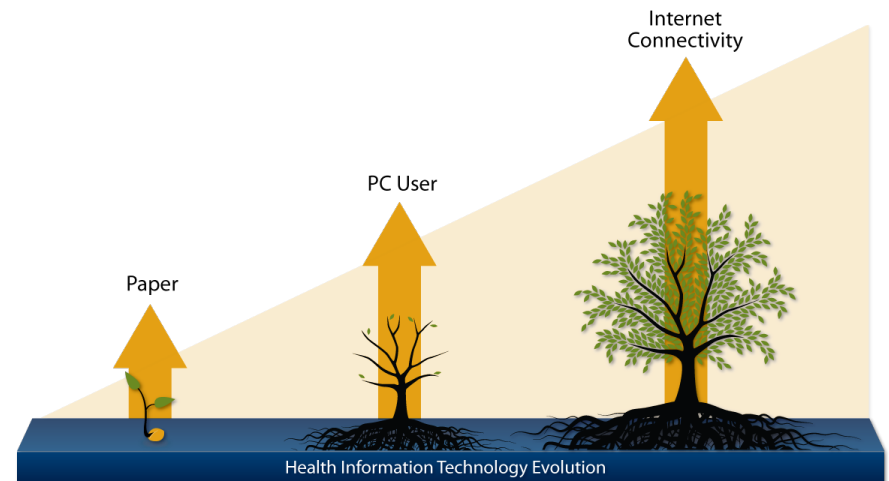
- How NITAAC Supports the Health IT Market

- Dramatic change and investment in domestic and social programs

- National priority - Health care and Health IT spending at all time high

- $25 - $50 Billion in next few years

Congressional Budget Office Federal Budget Analysis – Health Outlays

Health IT – Rapidingly Evolving

- Healthcare industry traditionally slow to incorporate change

- Requires simultaneous change in policy, standards, implementation, adoption, training and workforce planning

- Multi-year plans for complex programs will integrate electronic health records, health information exchange, clinical information systems, public health registries and more

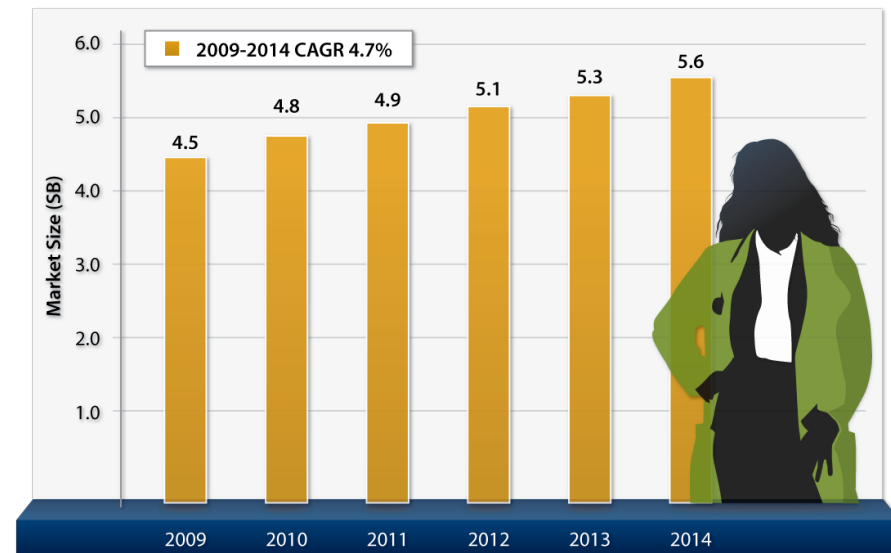**The Evolution of Health Information Technology**

Health IT – Growing Market

- The Recovery Act and Patient Protection and Affordable Care Act have aggressive timelines and need for rapid implementation of services and solutions

- As the leading acquisitions program for Health IT, NITAAC is positioned for immediate demands of Government buyers and Program Officials

- Features existing and emerging Health IT vendors, system integrators, IT professional services, consultants, software and hardware providers and re-sellers.

Total Federal Health IT Market Forecast FY 2009-2014*

Chart: Market Size ($B), 2009-2014 CAGR 4.7%

Year	Market Size ($B)
2009	4.5
2010	4.8
2011	4.9
2012	5.1
2013	5.3
2014	5.6

Health IT Market Today and Forecast
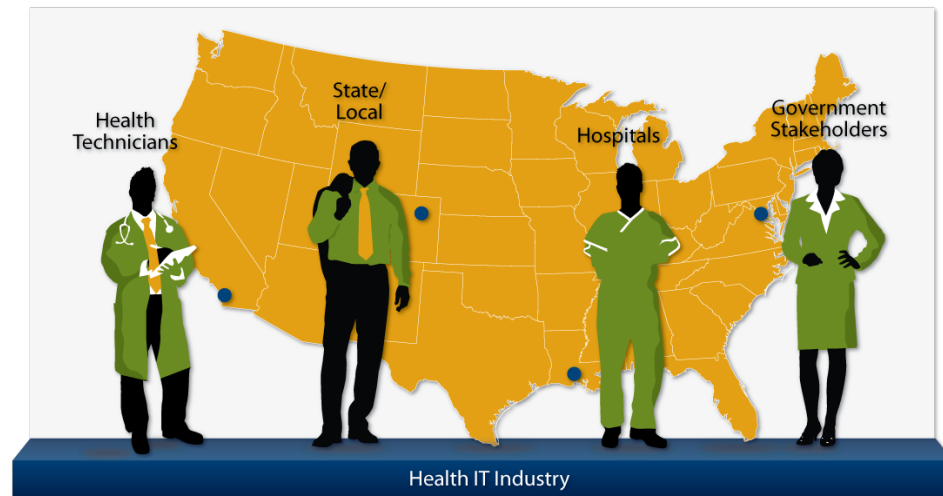

Health IT Agencies Across the Federal Government

Health IT – Stakeholders

- The Government has a very broad mission to support Health IT within agencies across the country

- Federal buyers have the need for commercial products to meet requirements of healthcare providers

- Innovative solutions , best proposed value and demonstrated past performance

What is Needed by the Health IT Industry to Support Federal Health IT Programs?

Health IT –
Market Requirements

- Both product and services are needed to provide complete solutions

- People– IT/Security/Privacy professionals, subject matter experts, business process management consultants, and trainers are all needed to assist with the complexity of e-Government services

- Expertise in interoperability, data exchange, research and management consulting

Comparative Effectiveness Research

Community Health Data Initiative

Health IT Industry Support

NIE

NHIN

EMR

Bioinformatics

Meaningful Use

Health IT – Government in Action

- Acquisition professionals must have adaptable and flexible contracting methods to meet the needs of stakeholders

- Buyers and sellers have a common need for Government and vendor/contract oriented culture that promotes partnership, collaboration, and transparency

- NITAAC program promotes trusted partnerships and collaboration

What is Needed by Government Acquisition Programs/Offices to Support Emerging Health IT Market

"The Federal Government has an overriding obligation to American taxpayers. It should perform its functions efficiently and effectively while ensuring that its actions result in the best value for the taxpayers."

President Obama, March 2009

Effective and Efficient Performance

- Health IT means implementing changes to: software, hardware, infrastructure, work methods processes and personnel

- With financial incentives on a short suspense agencies cannot get mired in lengthy processes

- NITAAC streamlines the acquisition process through cost effective Government-wide Acquisition Contracts (GWAC's)

- Reducing costs and paperwork, and automating the process while allowing buyers to control their own procurement process

How NITAAC Supports the Health IT Market

Task 1
Task 2
Month 1   Month 2

Health IT –
Value and Customer Service

- E-ordering systems enable RFP's and RFQ's to be completed in 10 minutes or less

- Automated tools help fulfill FAR requirements

- Pre-competed and Pre-negotiated prices remain stable

- Customer support available to expedite the process

- Highest value to Federal Government Customers

How NITAAC Supports the Health IT Market

- The Veterans Administration needed to achieve the highest level / gold standard for information assurance to protect secure medical and personal information for veterans and their families

- IT Services Contract (CIO-SP2i) Task Area 5: Critical Infrastructure Protection & Information Assurance

Customer:	
Task Order Title:	Information Assurance (IA) and Information Technology (IT) Security Services
Scope of Work:	To provide comprehensive information security and privacy support services to the VA Chief Information Security Officer (CISO). To develop and fully implement the VA enterprise wide cyber security program.
Awardee:	Booz Allen Hamilton

- The Virtual Military Health Institute needed to ensure the DOD's healthcare managers and executives be properly trained and able to demonstrate possessing the professional administrative skills required to successful manage the Military Healthcare System

- IT Services Contract (CIO-SP2i) Task Areas 1: Chief Information Officer (CIO Support) and Task Area 2: Outsourcing

MHS MILITARY HEALTH SYSTEM

Customer:	
Task Order Title:	Joint Medical Executive Skills Development Program Integration Services
Scope of Work:	To provide the broad expertise and support the Virtual Military Health Institute (VHMI) needs to expand and integrate the planned activities of the program.
Awardee:	SRA International

- TRICARE Management Activity (TMA) needed contractor support with program analysis and evaluation in developing and applying measures and methodologies to biostatistical , financial, demographic, workload and staffing data.

- IT Services Contract (CIO-SP2i) Task Area 2: Outsourcing and Task Area 3: IT Operations and Maintenance

Customer:	
Task Order Title:	Health Policy, Data, and Systems Requirements Analysis
Scope of Work:	To provide studies, analyses and evaluations of varying degrees of complexity across a wide range of health care issues facing the Military Health System (MHS) and supporting data systems.
Awardee:	SRA International

Health IT –
Task Order Profile

- The NIH needed to ensure the highest level of integrity to meet Privacy Act, e-Government, Federal Information Security Management Act and Agency Privacy Management Compliance

- IT Services Contract (CIO-SP2i) Task Area 3: IT Operational and Maintenance Task Area 5: Critical Infrastructure Protection and Information Assurance

Customer:	
Task Order Title:	Medical Error Reduction Study Using Biometric Verification
Scope of Work:	To provide services and support to measure the impact of technology applications on medical errors by designing and implementing a biometric-based patient identification and automated drug identification systems. This will link to patient data verified against electronic medical records. Data captured on averted error frequency will be compared to previous baseline data to determine true error reduction rates.
Awardee:	Kathpal Technologies, Inc.

Health IT – Task Order Profile

- The CDC Immunization Services Division needed a management system to improve vaccine delivery and increase coverage levels

- IT Services Contract (CIO-SP2i) Task Area 3: IT Operations and Maintenance Task Area 4: Integration Services Task Area 6: Digital Government

Customer:	
Task Order Title:	Immunization Grants Management System
Scope of Work:	To provide services to enhance the CDC's ability to manage the technical assistance and funding of CDC immunization grants to state and local public health departments and other organizations. To support the CDC's activities by improving the collection, tracking, management, and information dissemination of relevant state and local public health grants.
Awardee:	SAIC

Conclusion

- The Health IT Market will provide great opportunities for Government programs and the Health IT industry over the next several years

- Federal Government spending will be the primary source of funding while the aggressive timelines will require a customer oriented approach for both Government buyers and industry sellers

- NITAAC offers the most mature acquisition program for Health IT services and products within the Government